

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Busan, South Korea

Fresh Lemons

Monthly Market Share For: March 1997

Month\Year: 13\28

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Hyundai	85%	82%	12 Days	\$3.30	\$7		2%	AI				1008 pkgs.	\$3,505
Hanjin	15%	14%	12 Days	\$3,135 ¹	\$140 ¹		2%	AI				1008 pkgs.	\$3,338
Hapag-Lloyd	0%	4%	20 Days	\$3.30	\$7		2%	AI				1008 pkgs.	\$3,505

¹ Rate is per container

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Hong Kong

Fresh Lemons

Monthly Market Share For: March 1997

Month\Year: 69\69

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
APL	23%	22%	17 Days	\$1.89	\$7			\$34				865 pkgs.	\$2,452
Maersk	21%	22%	14 Days	\$1.89	\$7			\$34				865 pkgs.	\$2,452
NYK Line	15%	8%	19 Days	\$1.89	\$7			\$34				865 pkgs.	\$2,452
Mitsui OSK	9%	10%	21 Days	\$1.89	\$7			\$34				865 pkgs.	\$2,452
Neptune	9%	8%	19 Days	\$1.89	\$7			\$34				865 pkgs.	\$2,452
Sea-Land	9%	6%	14 Days	\$1.89	\$7			\$34				865 pkgs.	\$2,452
Hanjin	5%	9%	15 Days	\$1.82	\$7			\$34				900 pkgs.	\$2,385
Hyundai	3%	9%	15 Days	\$1.68	\$7			AI				950 pkgs.	\$1,708
Hapag-Lloyd	2%	1%	15 Days	\$1.89	\$7			\$34				865 pkgs.	\$2,452
Mexican Line	2%	1%											

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Keelung, Taiwan

Fresh Lemons

Monthly Market Share For: March 1997

Month\Year: 2\2

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Hyundai	50%	47%	15 Days	\$3.50	\$7		10%	\$34				950 pkgs.	\$4,611
Hanjin	50%	47%	17 Days	\$3.53	\$7		10%	\$26				1008 pkgs.	\$4,475
Maersk	0%	6%	18 Days	\$3.98	\$7		10%	\$34				865 pkgs.	\$5,110

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Manila, Philippines

Fresh Lemons

Monthly Market Share For: March 1997

Month\Year: \1

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Hyundai	39%	24%	19 Days	\$3.91	\$7			\$34				865 pkgs.	\$3,997
APL	39%	24%	19 Days	\$3.91	\$7			\$34				865 pkgs.	\$3,997
OOCL	21%	13%	20 Days	\$3.91	\$7			\$34				865 pkgs.	\$3,997
Maersk	0%	40%	19 Days	\$3.91	\$7			\$34				865 pkgs.	\$3,997

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Fresh Lemons

Monthly Market Share For: March 1997

Month\Year: 7\9

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Maersk	92%	74%	22 Days	\$4.09	\$7			\$34				865 pkgs.	\$4,153
Sea-Land	30%	23%	25 Days	\$4.09	\$7			\$34				865 pkgs.	\$4,153
Mitsui OSK	1%	3%	21 Days	\$4.09	\$7			\$34				865 pkgs.	\$4,153
OOCL	1%	1%	21 Days ⁴	\$4.09	\$7			\$34				865 pkgs.	\$4,153

⁴ Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Singapore

Fresh Lemons

Monthly Market Share For: March 1997

Month\Year: 8\14

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
APL	48%	42%	21 Days	\$4.09	\$7		17%	\$34				865 pkgs.	\$4,754
Maersk	15%	9%	20 Days	\$4.09	\$7		17%	\$34				865 pkgs.	\$4,754
Sea-Land	12%	22%	23 Days	\$4.09	\$7		17%	\$34				865 pkgs.	\$4,754
Hyundai	12%	14%	16 Days	\$3.94	\$7		17%	\$34				865 pkgs.	\$4,805
NYK Line	6%	3%	24 Days	\$4.09	\$7		17%	\$34				865 pkgs.	\$4,754
Hapag-Lloyd	4%	2%	24 Days	\$4.09	\$7		17%	\$34				865 pkgs.	\$4,754
OOCL	2%	4%	23 Days	\$4.09	\$7		17%	\$34				865 pkgs.	\$4,754
P&O Nedlloyd	2%	0%	24 Days	\$4.09	\$7		17%	\$34				865 pkgs.	\$4,754
K Line	0%	3%	20 Days	\$4.09	\$7		17%	\$34				865 pkgs.	\$4,754

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Tokyo, Japan

Fresh Lemons

Monthly Market Share For: March 1997

Month\Year: 19\71

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Hanjin	58%	43%	11 Days	\$1.91	\$7		42%	\$34				1008 pkgs.	\$3,431
Pacific Express	11%	7%	13 Days ⁵	\$3,500 ¹	AI		AI	AI					\$3,500
COSCO	11%	3%	14 Days	\$2,500 ¹	AI		42%	AI					\$3,550
Evergreen	7%	30%	12 Days	\$1.91	\$7		42%	\$34				1008 pkgs.	\$3,431
Maersk	5%	3%	10 Days	\$2.01	\$7		42%	\$34				1008 pkgs.	\$3,574
Yang Ming	5%	1%	10 Days	\$2,280 ¹	\$7		42%	AI				1008 pkgs.	\$3,357
K Line	3%	5%	10 Days	\$2.01	\$7		42%	\$34				1008 pkgs.	\$3,574
NYK Line	0%	1%	11 Days	\$2.01	\$7		42%	\$34				1008 pkgs.	\$3,574

1 Rate is per container

5 Transit time is based on departure from Los Angeles, CA.